

## June 2020



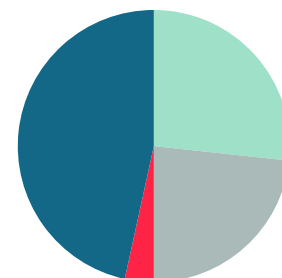
Area Delimited by County Of Muskogee - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	2019	June 2020	+/-%
Closed Listings	57	70	22.81%
Pending Listings	61	61	0.00%
New Listings	74	83	12.16%
Average List Price	128,347	138,737	8.10%
Average Sale Price	124,870	135,690	8.66%
Average Percent of Selling Price to List Price	96.70%	98.95%	2.32%
Average Days on Market to Sale	36.61	34.09	-6.91%
End of Month Inventory	189	122	-35.45%
Months Supply of Inventory	3.44	2.32	-32.69%



■ Closed (26.72%)  
■ Pending (23.28%)  
■ Other OffMarket (3.44%)  
■ Active (46.56%)

**Absorption:** Last 12 months, an Average of **53** Sales/Month  
**Active Inventory** as of June 30, 2020 = **122**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **35.45%** to 122 existing homes available for sale. Over the last 12 months this area has had an average of 53 closed sales per month. This represents an unsold inventory index of **2.32** MSI for this period.

##### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **8.66%** in June 2020 to \$135,690 versus the previous year at \$124,870.

##### Average Days on Market Shortens

The average number of **34.09** days that homes spent on the market before selling decreased by 2.53 days or **6.91%** in June 2020 compared to last year's same month at **36.61** DOM.

##### Sales Success for June 2020 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 83 New Listings in June 2020, up **12.16%** from last year at 74. Furthermore, there were 70 Closed Listings this month versus last year at 57, a **22.81%** increase.

Closed versus Listed trends yielded a **84.3%** ratio, up from previous year's, June 2019, at **77.0%**, a **9.49%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

#### Real Estate is Local

##### Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

##### Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

##### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

# June 2020



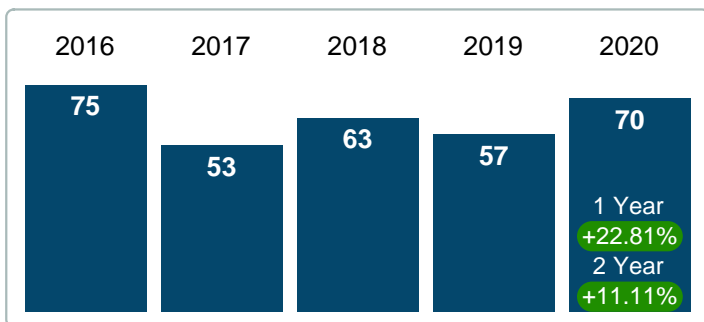
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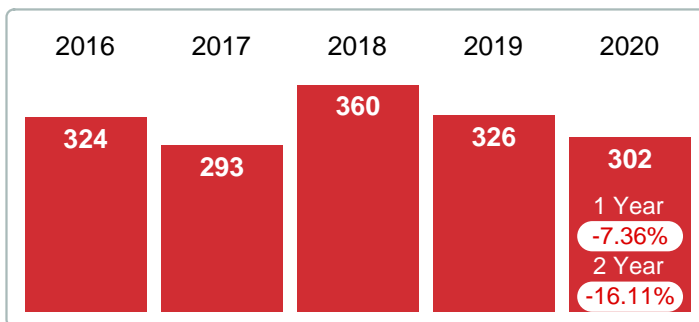
## CLOSED LISTINGS

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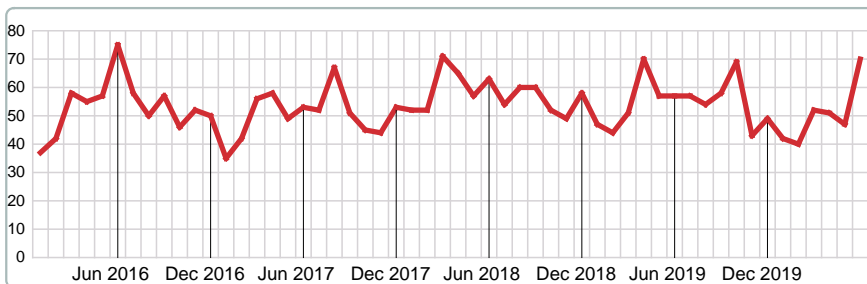
### JUNE



### YEAR TO DATE (YTD)

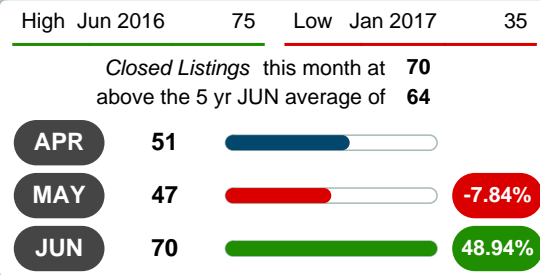


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 64



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	8.57%	37.5	4	2	0	0
\$30,001 - \$50,000	7	10.00%	31.7	3	2	2	0
\$50,001 - \$90,000	10	14.29%	42.6	3	7	0	0
\$90,001 - \$140,000	19	27.14%	30.1	1	15	3	0
\$140,001 - \$190,000	13	18.57%	39.5	0	9	4	0
\$190,001 - \$290,000	8	11.43%	23.8	1	2	5	0
\$290,001 and up	7	10.00%	34.1	0	2	3	2
<b>Total Closed Units</b>	<b>70</b>			<b>12</b>	<b>39</b>	<b>17</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>9,498,319</b>	<b>100%</b>	<b>34.1</b>	<b>824.00K</b>	<b>4.73M</b>	<b>3.16M</b>	<b>785.00K</b>
<b>Average Closed Price</b>	<b>\$135,690</b>			<b>\$68,667</b>	<b>\$121,298</b>	<b>\$185,806</b>	<b>\$392,500</b>

# June 2020



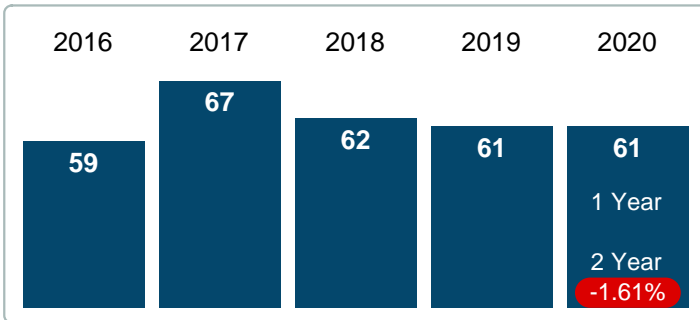
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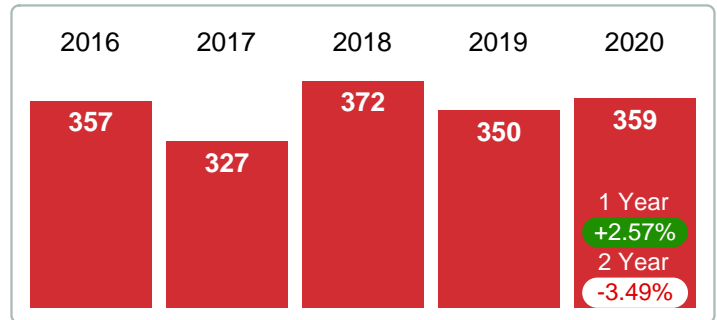
## PENDING LISTINGS

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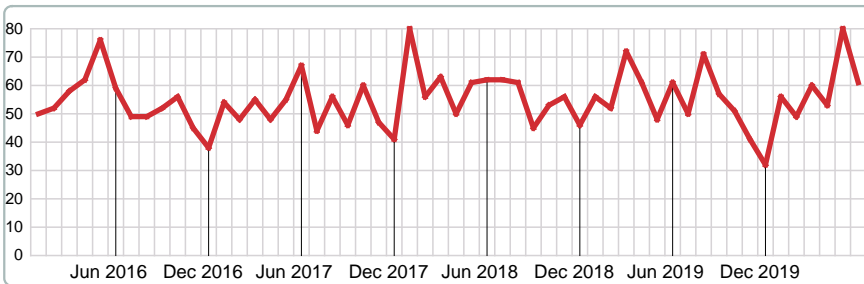
### JUNE



### YEAR TO DATE (YTD)

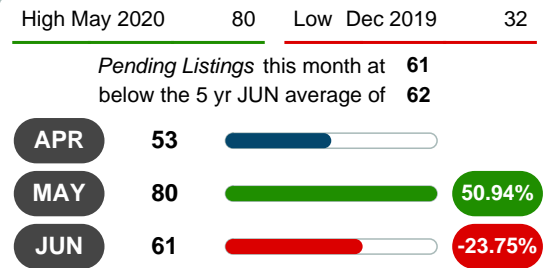


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 62



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.64%	6.0	1	0	0	0
\$25,001 - \$50,000	7	11.48%	72.9	4	2	1	0
\$50,001 - \$75,000	11	18.03%	28.4	2	8	1	0
\$75,001 - \$125,000	11	18.03%	11.2	0	9	2	0
\$125,001 - \$175,000	14	22.95%	39.3	0	12	2	0
\$175,001 - \$275,000	10	16.39%	37.8	1	5	3	1
\$275,001 and up	7	11.48%	63.6	0	1	2	4
<b>Total Pending Units</b>	<b>61</b>			<b>8</b>	<b>37</b>	<b>11</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>9,385,450</b>	<b>100%</b>	<b>38.7</b>	<b>508.00K</b>	<b>4.88M</b>	<b>2.27M</b>	<b>1.73M</b>
<b>Average Listing Price</b>	<b>\$154,364</b>			<b>\$63,500</b>	<b>\$131,774</b>	<b>\$206,291</b>	<b>\$346,520</b>

# June 2020



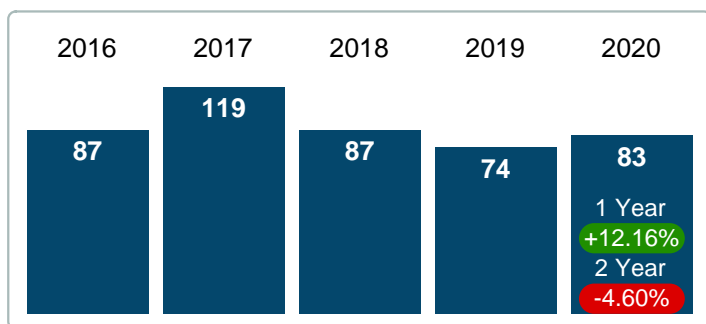
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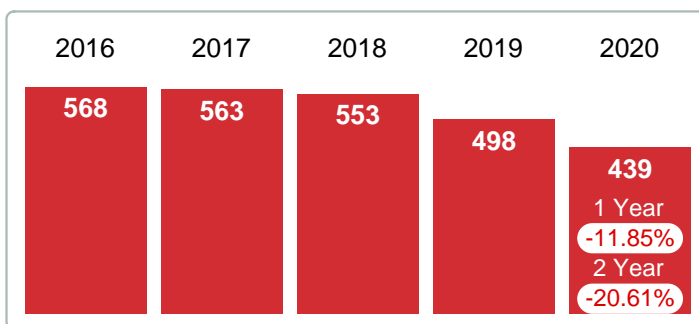
## NEW LISTINGS

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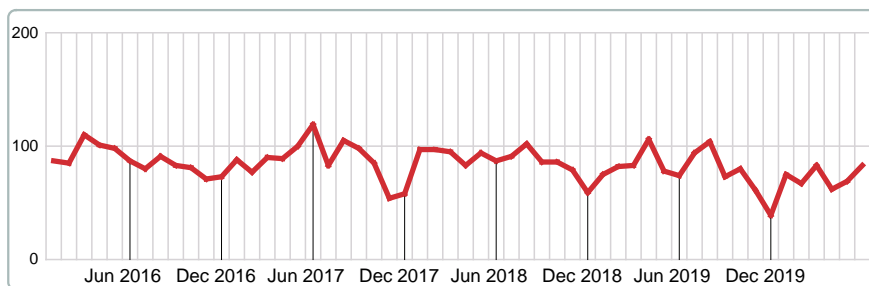
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 90

High Jun 2017 119 | Low Dec 2019 39

New Listings this month at **83**  
 below the 5 yr JUN average of **90**

- APR: 62
- MAY: 69
- JUN: 83

Percentage changes for APR, MAY, and JUN are shown in green circles.

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	6.02%	1	3	1	0
\$30,001 - \$60,000	13	15.66%	7	4	1	1
\$60,001 - \$100,000	12	14.46%	1	9	2	0
\$100,001 - \$150,000	20	24.10%	0	14	4	2
\$150,001 - \$180,000	14	16.87%	0	11	3	0
\$180,001 - \$240,000	10	12.05%	1	3	4	2
\$240,001 and up	9	10.84%	0	3	6	0
<b>Total New Listed Units</b>	<b>83</b>		<b>10</b>	<b>47</b>	<b>21</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>13,152,550</b>	<b>100%</b>	<b>643.70K</b>	<b>7.73M</b>	<b>4.05M</b>	<b>729.30K</b>
<b>Average New Listed Listing Price</b>	<b>\$135,664</b>		<b>\$64,370</b>	<b>\$164,524</b>	<b>\$192,710</b>	<b>\$145,860</b>

# June 2020



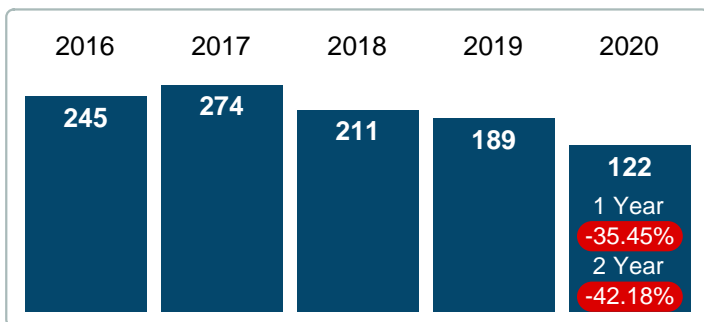
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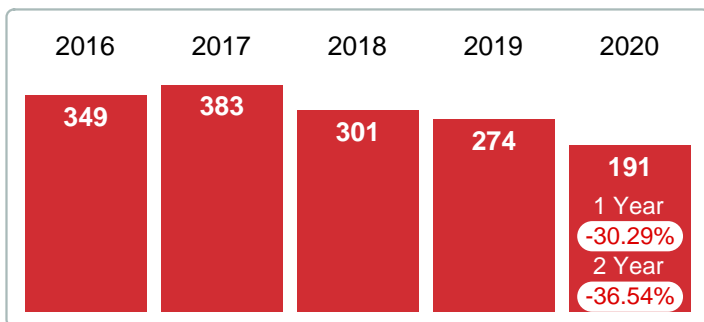
## ACTIVE INVENTORY

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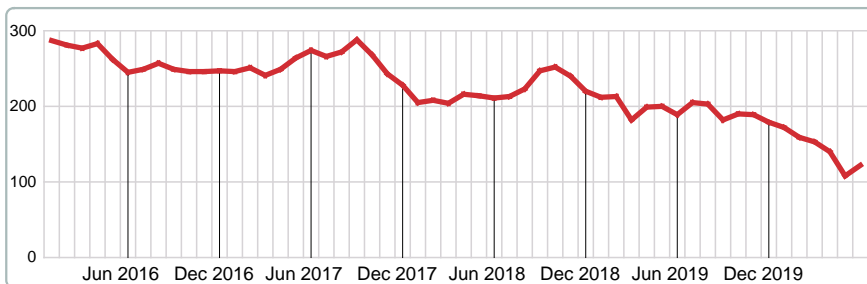
### END OF JUNE



### ACTIVE DURING JUNE

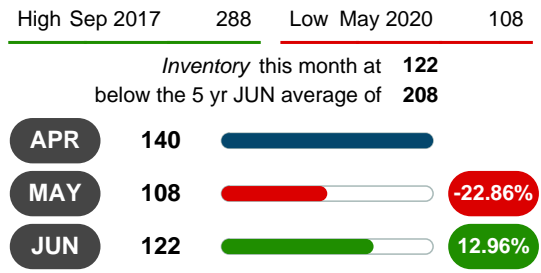


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 208



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	4.10%	49.2	2	2	1	0
\$25,001 - \$50,000	8	6.56%	79.3	5	3	0	0
\$50,001 - \$125,000	32	26.23%	56.3	8	19	4	1
\$125,001 - \$175,000	25	20.49%	48.8	0	19	3	3
\$175,001 - \$275,000	22	18.03%	58.0	0	11	9	2
\$275,001 - \$475,000	15	12.30%	73.8	0	6	8	1
\$475,001 and up	15	12.30%	118.3	0	7	6	2
<b>Total Active Inventory by Units</b>	<b>122</b>			<b>15</b>	<b>67</b>	<b>31</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>31,449,578</b>	<b>100%</b>	<b>66.1</b>	<b>706.80K</b>	<b>18.69M</b>	<b>9.38M</b>	<b>2.66M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$257,783</b>			<b>\$47,120</b>	<b>\$279,013</b>	<b>\$302,735</b>	<b>\$296,011</b>

# June 2020



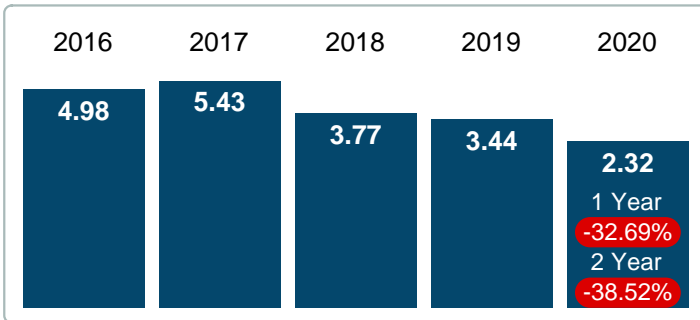
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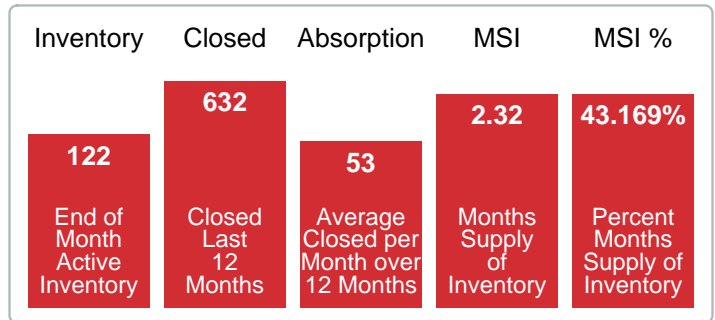
## MONTHS SUPPLY of INVENTORY (MSI)

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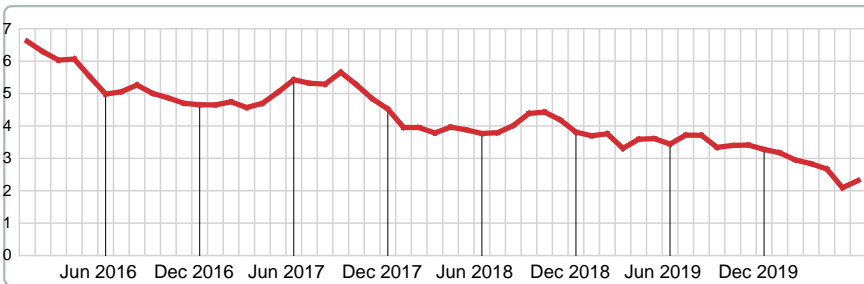
### MSI FOR JUNE



### INDICATORS FOR JUNE 2020

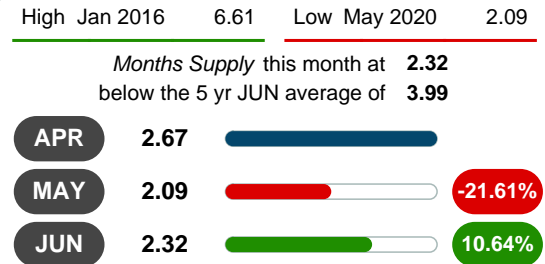


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 3.99



### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	4.10%	1.13	1.00	0.92	6.00	0.00
\$25,001 - \$50,000	8	6.56%	1.57	2.22	1.50	0.00	0.00
\$50,001 - \$125,000	32	26.23%	1.71	2.91	1.37	2.18	4.00
\$125,001 - \$175,000	25	20.49%	1.95	0.00	2.07	0.92	36.00
\$175,001 - \$275,000	22	18.03%	2.78	0.00	3.00	2.63	2.67
\$275,001 - \$475,000	15	12.30%	4.29	0.00	6.00	5.05	1.50
\$475,001 and up	15	12.30%	90.00	0.00	0.00	72.00	0.00
Market Supply of Inventory (MSI)			2.32	1.94	2.10	2.82	4.50
Total Active Inventory by Units		100%	2.32	15	67	31	9

# June 2020



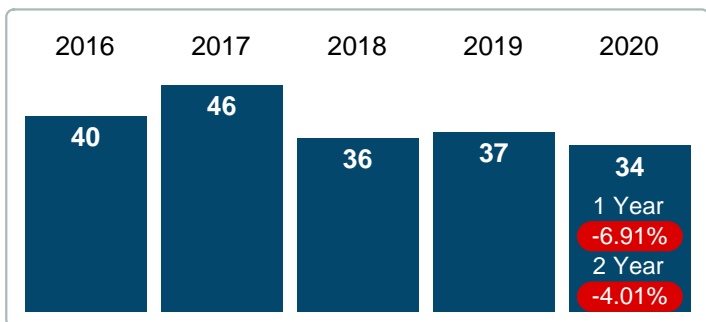
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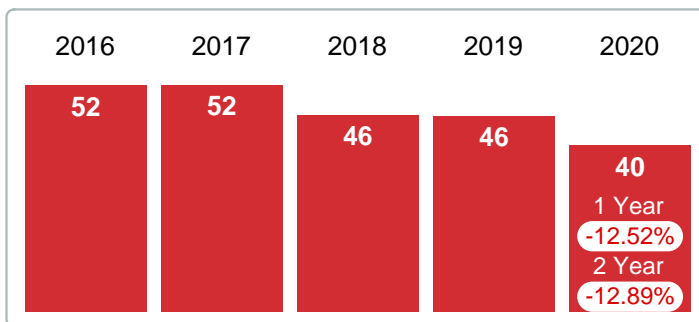
## AVERAGE DAYS ON MARKET TO SALE

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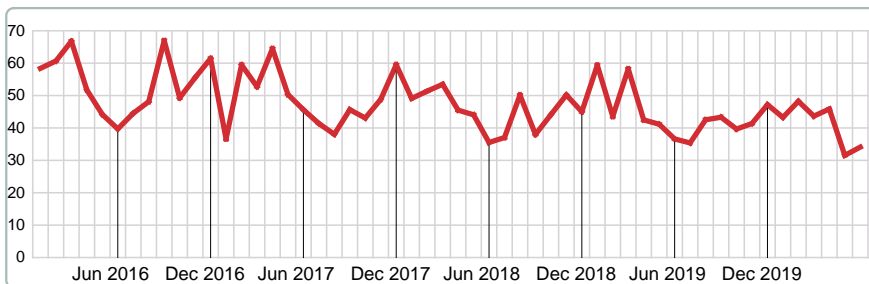
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 38

High Sep 2016 67 Low May 2020 32

Average Days on Market to Sale this month at 34 below the 5 yr JUN average of 38



### AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8.57%	38	51	11	0	0
\$30,001 \$50,000	10.00%	32	39	40	14	0
\$50,001 \$90,000	14.29%	43	58	36	0	0
\$90,001 \$140,000	27.14%	30	61	30	19	0
\$140,001 \$190,000	18.57%	39	0	39	41	0
\$190,001 \$290,000	11.43%	24	42	24	20	0
\$290,001 and up	10.00%	34	0	63	14	36
<b>Average Closed DOM</b>		<b>34</b>	<b>50</b>	<b>34</b>	<b>23</b>	<b>36</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>34</b>	<b>12</b>	<b>39</b>	<b>17</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>9,498,319</b>	<b>824.00K</b>	<b>4.73M</b>	<b>3.16M</b>	<b>785.00K</b>

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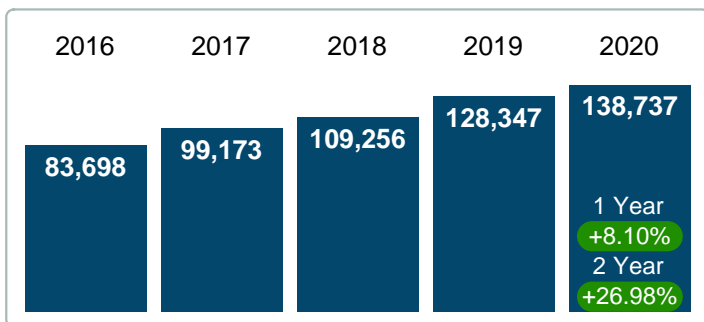
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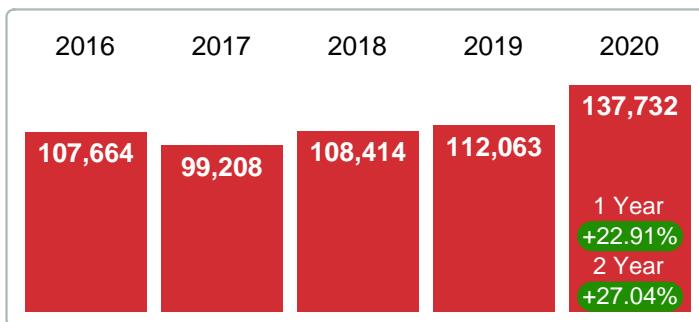
## AVERAGE LIST PRICE AT CLOSING

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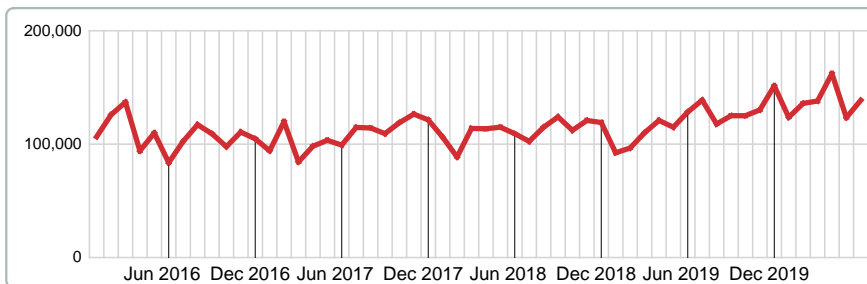
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

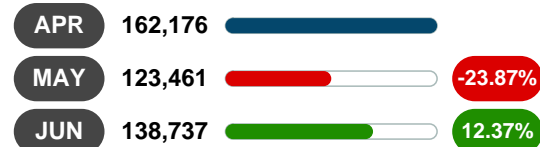


### 3 MONTHS

5 year JUN AVG = 111,842

High Apr 2020 162,176 Low Jun 2016 83,698

Average List Price at Closing this month at **138,737** above the 5 yr JUN average of **111,842**



### AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range	%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8.57%	21,667	26,500	12,000	0	0
\$30,001 - \$50,000	10.00%	41,686	38,300	44,700	45,250	0
\$50,001 - \$90,000	15.71%	66,155	69,467	66,614	0	0
\$90,001 - \$140,000	22.86%	110,425	142,500	107,527	115,467	0
\$140,001 - \$190,000	21.43%	164,440	0	164,078	176,225	0
\$190,001 - \$290,000	8.57%	212,250	320,000	249,450	214,900	0
\$290,001 and up	12.86%	339,467	0	317,750	338,300	392,450
<b>Average List Price</b>		<b>138,737</b>	<b>74,317</b>	<b>123,172</b>	<b>190,071</b>	<b>392,450</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>138,737</b>	<b>12</b>	<b>39</b>	<b>17</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>9,711,600</b>	<b>891.80K</b>	<b>4.80M</b>	<b>3.23M</b>	<b>784.90K</b>



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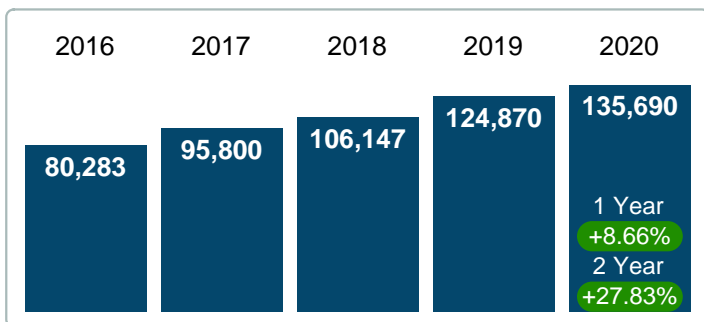
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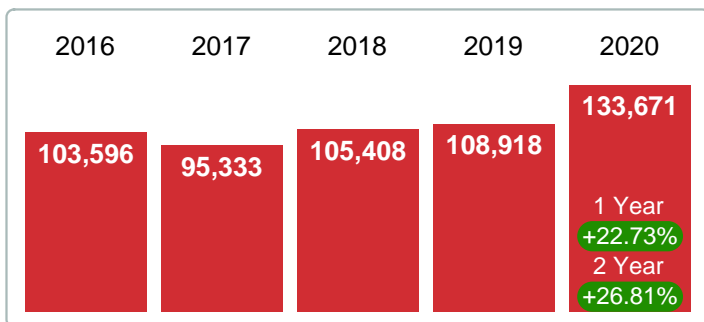
## AVERAGE SOLD PRICE AT CLOSING

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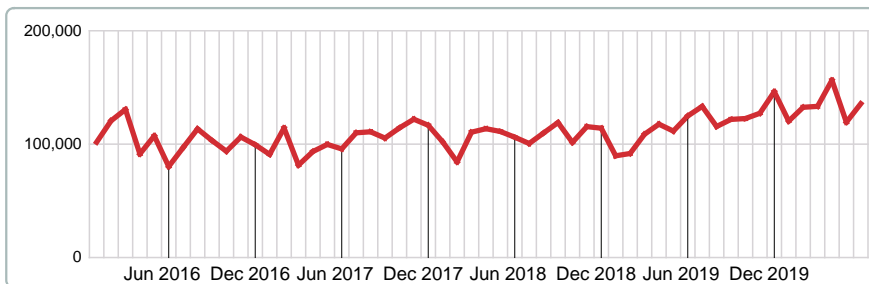
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

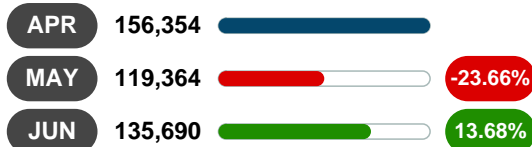


### 3 MONTHS

5 year JUN AVG = 108,558

High Apr 2020 156,354 Low Jun 2016 80,283

Average Sold Price at Closing this month at **135,690** above the 5 yr JUN average of **108,558**



### AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range	%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8.57%	21,167	24,750	14,001	0	0
\$30,001 - \$50,000	10.00%	37,500	32,500	41,000	41,500	0
\$50,001 - \$90,000	14.29%	63,442	67,500	61,703	0	0
\$90,001 - \$140,000	27.14%	112,553	140,000	110,140	115,467	0
\$140,001 - \$190,000	18.57%	165,469	0	162,133	172,975	0
\$190,001 - \$290,000	11.43%	225,563	285,000	241,000	207,500	0
\$290,001 and up	10.00%	340,043	0	297,700	333,300	392,500
<b>Average Sold Price</b>		<b>135,690</b>	<b>68,667</b>	<b>121,298</b>	<b>185,806</b>	<b>392,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>135,690</b>	<b>12</b>	<b>39</b>	<b>17</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>9,498,319</b>	<b>824.00K</b>	<b>4.73M</b>	<b>3.16M</b>	<b>785.00K</b>

# June 2020



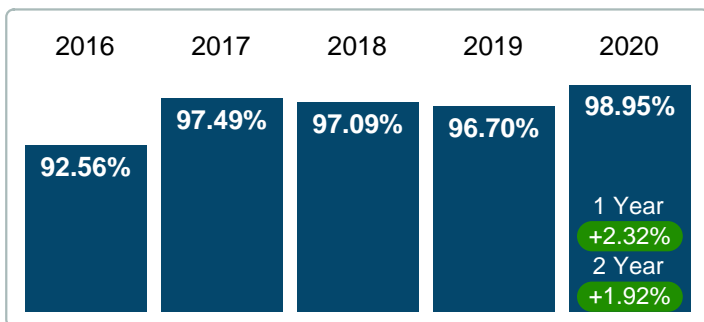
Area Delimited by County Of Muskogee - Residential Property Type



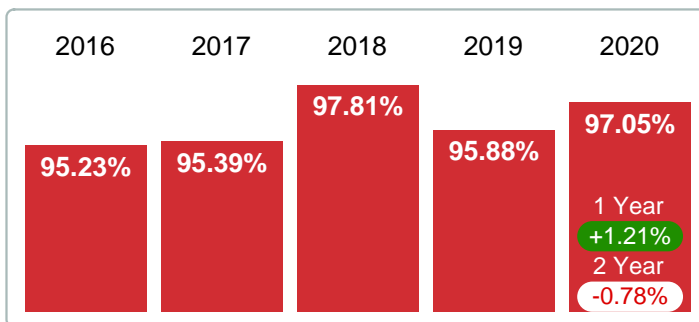
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 26, 2023 for MLS Technology Inc.

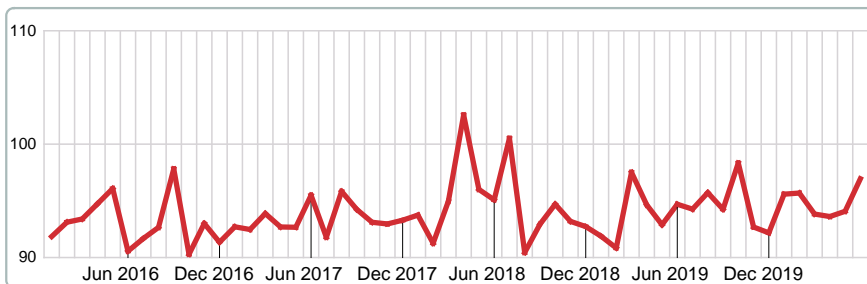
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

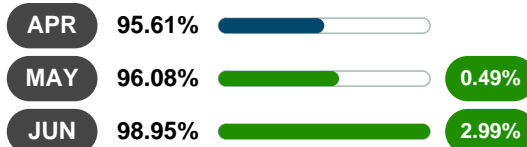


### 3 MONTHS

5 year JUN AVG = 96.56%

High Apr 2018 104.57% Low Oct 2016 92.29%

Average Sold/List Ratio this month at **98.95%**  
above the 5 yr JUN average of **96.56%**



### AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	8.57%	103.88%	93.64%	124.37%	0.00%	0.00%
\$30,001 \$50,000	7	10.00%	89.63%	84.80%	93.38%	93.12%	0.00%
\$50,001 \$90,000	10	14.29%	94.08%	96.94%	92.86%	0.00%	0.00%
\$90,001 \$140,000	19	27.14%	105.29%	98.25%	106.82%	100.00%	0.00%
\$140,001 \$190,000	13	18.57%	98.70%	0.00%	98.90%	98.24%	0.00%
\$190,001 \$290,000	8	11.43%	95.98%	89.06%	96.84%	97.02%	0.00%
\$290,001 and up	7	10.00%	97.62%	0.00%	93.72%	98.63%	100.01%
Average Sold/List Ratio		98.90%		92.26%	101.51%	97.66%	100.01%
Total Closed Units		70	100%	12	39	17	2
Total Closed Volume		9,498,319		824.00K	4.73M	3.16M	785.00K

# June 2020



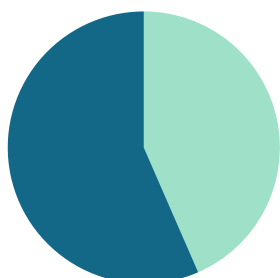
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

### INVENTORY

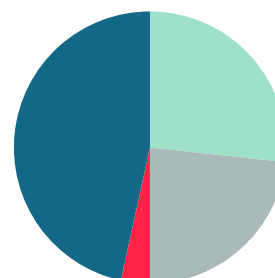


**Inventory**  
 New Listings  
**83 = 43.46%**  
 Start Inventory  
**108**  
 Total Inventory Units  
**191**  
 Volume  
**\$42,055,623**

### Market Activity

Closed Sales  
**70 = 26.72%**  
 Pending Sales  
**61 = 23.28%**  
 Other Off Market  
**9 = 3.44%**  
 Active Inventory  
**122 = 46.56%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	57	70	22.81%	326	302	-7.36%
Pending Sales	61	61	0.00%	350	359	2.57%
New Listings	74	83	12.16%	498	439	-11.85%
Average List Price	128,347	138,737	8.10%	112,063	137,732	22.91%
Average Sale Price	124,870	135,690	8.66%	108,918	133,671	22.73%
Average Percent of Selling Price to List Price	96.70%	98.95%	2.32%	95.88%	97.05%	1.21%
Average Days on Market to Sale	36.61	34.09	-6.91%	46.26	40.47	-12.52%
Monthly Inventory	189	122	-35.45%	189	122	-35.45%
Months Supply of Inventory	3.44	2.32	-32.69%	3.44	2.32	-32.69%

**Absorption:** Last 12 months, an Average of **53** Sales/Month

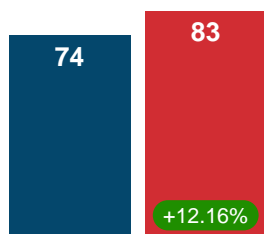
**Inventory** on June 30, 2020 = **122**

**2019** **2020**

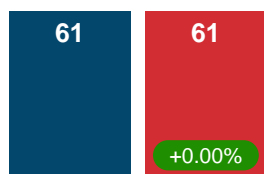
### JUNE MARKET

### AVERAGE PRICES

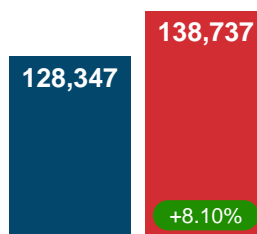
#### New Listings



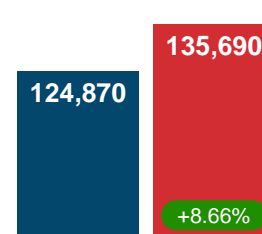
#### Pending Listings



#### List Price



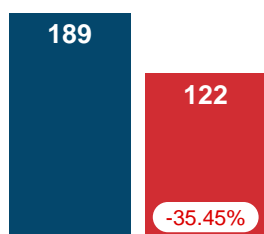
#### Sale Price



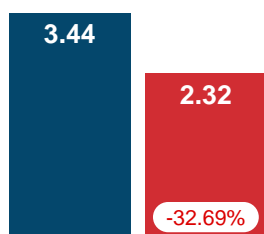
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

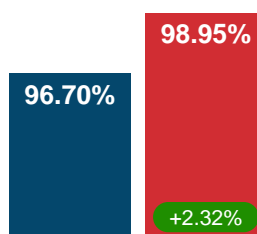
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

